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EXPORT DIRECTORY

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1978-79

FOREWORD

The Food and Agricultural Export Directory is published by the Foreign Agricultural Service to describe the help available to exporters and potential exporters of U.S. agricultural products and to list sources of export services and information, both public and private.

The listings in the 1978/79 edition reflect the reorganization of FAS commodity analysis and marketing divisions into single units with full responsibility for all activities involving their assigned commodity or commodities.

Personnel may change, but the offices listed and their functions, addresses and phone numbers normally are unaffected.

Please send changes, additions, corrections or suggestions for the Directory to the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250, phone (202) 447-2423.

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FOOD AND AGRICULTURAL EXPORT DIRECTORY

1978/79

INTRODUCTION

The purpose of the Food and Agricultural Export Directory is to provide up-to-date listings and information for firms engaged in exporting, and to encourage those not exporting to use the directory to help them get into the growing foreign market for U.S. agricultural products.

U.S. agricultural exports were worth about \$26.5 billion in fiscal year 1978. This is more than triple the exports in fiscal year 1971, reflecting increasing world import demand and the ability of U.S. agriculture and its related industries to provide ample supplies of quality products at competitive prices.

Bulk commodities make up the majority of U.S. overseas sales, but there has been significant growth during this decade in U.S. exports of consumer food products--to almost \$3 billion in the current year, compared with \$889 million in 1971. In most countries, rising personal incomes are creating demand for more sophisticated foods than those found in traditional national diets. U.S. food technology and quality are recognized throughout the world, providing a solid base on which to build further growth in exports of U.S. consumer food products to fill this new demand.

The directory lists federal and state agencies, trade associations, and other entities offering advice and services in exporting all types of agricultural products, from soybeans to frozen pies.

FOREIGN AGRICULTURAL SERVICE
U. S. DEPARTMENT OF AGRICULTURE
WASHINGTON, D.C. 20250

The Foreign Agricultural Service (FAS) is a service and promotion agency for the many elements of the U.S. agricultural export business. It reports on developments in world trade and conducts activities and events to stimulate and expand agricultural exports.

Following is a brief description of some of the organizations within FAS that offer export development services, and the U.S. food and agricultural trade groups and associations that cooperate with FAS on export promotion.

Agricultural Attaches and Officers:

FAS has agricultural attaches and officers stationed in 69 American Embassies and Consulates in countries around the world. Many of them report on additional countries and areas. They are the key link in gathering, and reporting back to the United States, information on agricultural production, trade, and market opportunities. They also assist U.S. business groups and individuals traveling abroad to find and sell to international markets.

Marketing specialists in the FAS Commodity area obtain and analyze information from agricultural attaches and other sources on a wide range of food and other agricultural commodities and products. Of special significance are competition studies and reports that list and analyze our major competitors in world markets, by country, commodity, and product.

The following broad groups of U.S. farm products are studied by these specialists: dairy, livestock and poultry; grain and feed; horticultural and tropical products; oilseeds and products; and tobacco and cotton. FAS also compiles information on agricultural imports to the United States.

Market Development Cooperators:

A total of 45 U.S. agricultural trade associations are cooperating with FAS to develop overseas markets for their respective products. They undertake a wide range of marketing and promotional activities aimed at the world spectrum of potential customers.

This program is sponsored, guided, and partially funded by FAS, but the associations provide basic initiative and direction. On an overall basis they and their foreign counterparts match FAS contributions two to one.

State and Regional Organizations and Representatives:

State departments of agriculture and other state organizations are involved to varying degrees in export promotion. They cooperate with FAS in many projects, the most important of which are:

Help solicit commercial participants for overseas trade exhibits and similar events

Plan and conduct export seminars

Work with individual tradesmen and other exporters

Arrange appointments and trade visits in the United States for overseas businessmen

Support and update listings for the Trade Opportunity Referral Service and Export Briefs (see below)

Help staff and service FAS-sponsored overseas promotional events and provide certain overseas services, at FAS request

Provide continuing support to the export trade and agri-business community within their respective states or regions

State representatives are a good source of information on the services for actual and potential exporters of American agricultural products. They welcome inquiries. See page 45.

Some state departments of agriculture have merged into regional groups to more effectively coordinate export promotion and their relations with FAS. Thirty-seven states are now members of four such groups. A listing of these groups and their member states starts on page 40.

Export Trade Services Division

This FAS division operates several well-known programs to help the U. S. food and agricultural trade in its export efforts. They are:

Trade Opportunity Referral Service (TORS)

This is a computerized system that matches overseas buyers with U. S. suppliers of agricultural products. Several thousand importers

FOREIGN AGRICULTURAL SERVICE (Continued)

Trade Opportunity Referral Service (TORS) (Continued)

and other traders from 50 countries and most U.S. states are listed in this system. In operation, trade inquiries come in from overseas posts, are matched with U.S. suppliers, then the computer-printed inquiry is sent to U.S. handlers of the products or commodities.

Combined with TORS is Export Briefs, a weekly publication that lists all current trade inquiries. It is distributed to the U.S. trade either through state marketing representatives or direct from FAS. For information on either of these services, contact your state marketing representative (marked with an asterisk) or FAS, phone (202) 447-7103.

Contacts for U.S. Food Products

Exporters can introduce their products to buyers overseas through a monthly trade letter, CONTACTS for U.S. Food Products. This is sent to the agricultural attaches who distribute the information to traders in their country(ies) of responsibility. The items include a description of the product, and the name, address, phone, telex, and bank reference of the company. The major emphasis is on new exporters and/or new export products. All weights and measures must be in the metric system. The trade letter includes news items such as upcoming trade shows in the U.S. and other developments of interest to foreign buyers.

New Product Testing Service

The entry and sale of certain American food products into certain markets are occasionally being questioned by foreign government representatives because of ingredients or label wording. FAS, through its attaches, will clear food labels and promptly report to the supplier on the results of this clearance. There is a charge of \$5.00 per label, per country for this service and it often takes several weeks. In 1977, labels were cleared for products in over 26 countries.

For information on this program, call (202) 447-2423.

Export Sales Teams

Under this overseas promotional device, executives from several food companies or brokerage firms join together under FAS sponsorship to travel to certain markets and promote their products to the

FOREIGN AGRICULTURAL SERVICE (Continued)

Export Sales Team (Continued)

specially invited trade. FAS assembles and ships the food samples, arrange for the display site abroad, and generally assists the sales team both in the United States and abroad. For information on sales teams, phone (202) 447-3031.

Overseas Exhibits

FAS sponsors overseas trade shows which give the U. S. businessman an excellent opportunity to display and promote his products to the overseas trade, and to carry on intensive negotiations with potential buyers on their home ground. For information on exhibits, call (202) 447-3031.

Transportation Services

A transportation specialist provides information on ocean and air transportation of agricultural products, and is available for consultation on specific problems affecting the export shipment of any agricultural product to any market.

He also counsels on the Webb-Pomerene Act of 1918, which exempts businessmen operating under it from the antitrust laws in order to facilitate the movement of American goods to foreign countries.

For information on Webb-Pomerene organizations, and general matters on transportation, phone (202) 447-7481.

Publications

FAS publishes and distributes reports and circulars on developments in world agriculture. Its weekly printed magazine, Foreign Agriculture, available by subscription from the Government Printing Office (\$38.00 annually plus \$10.00 for overseas postage), gives timely information on international markets, production, consumption, trends, and news events.

For lists of these publications, and for extra single copies of this directory (as long as the supply lasts), write or call:

Information Services Staff
Room 5918-South
Foreign Agricultural Service
U. S. Department of Agriculture
Washington, D. C. 20250
Tel: (303) 447-7937

FOREIGN AGRICULTURAL SERVICE

ADMINISTRATIVE ASSIGNMENTS

| | | |
|---|---------------------|----------------|
| Administrator | Thomas R. Hughes | (202) 447-3935 |
| Associate Administrator | Thomas R. Saylor | (202) 447-5691 |
| Assistant Administrator, Foreign Market Development | Kelly Harrison | (202) 447-5173 |
| Assistant Administrator, International Trade Policy | *Thomas R. Saylor | (202) 447-6887 |
| Assistant Administrator, Commodity Programs | Turner L. Oylo | (202) 447-7233 |
| Assistant Administrator, Agricultural Attaches | Larry F. Thomasson | (202) 447-6138 |
| Assistant Administrator, Management | Richard A. Smith | (202) 447-3138 |
| Confidential Assistant to the Administrator | Edmund Nichols | (202) 447-2705 |
| Legislative Assistant | Ronny H. Deaton | (202) 447-6829 |
| Assistant to the Administrator (Audit) | John J. Hudgins | (202) 447-7631 |
| <u>Information Division</u> , Director | J. Don Looper | (202) 447-3448 |
| Assistant Director | Wallace A. Lindell | (202) 447-7115 |
| Publications Branch, Chief | Kay O. Patterson | (202) 447-5412 |
| Current Information Branch, Chief | *Wallace A. Lindell | (202) 447-7115 |
| Administrative Information Staff, Head | Larry E. Bush | (202) 447-5383 |
| Information Service Staff, Head | Sally S. Turett | (202) 447-7937 |
| <u>LACIE Project Management</u> | | |
| USDA LACIE Project Manager | Vacant | (202) 447-7153 |
| Assistant Project Manager Requirements and Evaluation Support Group | H. Clark Ison | (202) 447-5937 |
| Technical Support Group | Fred B. Warren | (202) 447-6385 |
| | David Durica | (202) 447-6277 |

FOREIGN MARKET DEVELOPMENT

| | | |
|---|-------------------|----------------|
| Assistant Administrator | Kelly Harrison | (202) 447-5173 |
| Deputy Assistant Administrator | Jimmy D. Minyard | (202) 447-4761 |
| Assistant to Assistant Administrator | *David R. Strobel | (202) 447-6233 |

FOREIGN AGRICULTURAL SERVICE (CONTINUED)

FOREIGN MARKET DEVELOPMENT (Continued)

| | | |
|--|--------------------|----------------|
| <u>Planning and Evaluation Division,</u> Director | Vernon L. Harness | (202) 447-4327 |
| Program Evaluation Branch, Chief | *William Huth | (202) 447-5521 |
| Program Planning Branch, Chief | *Vernon L. Harness | (202) 447-6713 |
| Program Services Branch, Chief | Richard Passig | (202) 447-6713 |
| <u>Export Trade Services Division,</u> Director | William F. Dobbins | (202) 447-6343 |
| State/Trade Coordination Branch, Chief | John A. Glew | (202) 447-2423 |
| Program Development and Operations Branch, Chief | Lyle E. Moe | (202) 447-3031 |

COMMODITY PROGRAMS

| | | |
|--|-------------------------|----------------|
| Assistant Administrator | Turner L. Oylce | (202) 447-5404 |
| Deputy Assistant Administrator | Richard Cannon | (202) 447-7233 |
| Assistant to Assistant Administrator | Robert A. Owen | (202) 447-5531 |
| <u>Dairy, Livestock and Poultry Division, Director</u> | *Rolland E. Anderson | (202) 447-7217 |
| Deputy Director for Marketing | *Robert E. Mannion | (202) 447-3899 |
| Deputy Director for Analysis | *John E. Riesz | (202) 447-7217 |
| <u>Grain and Feed Division,</u> Director | *Donald J. Novotny | (202) 447-6219 |
| Deputy Director for Marketing | *Dale Douglas | (202) 447-4168 |
| Deputy Director for Analysis | *Donald J. Novotny | (202) 447-6219 |
| <u>Horticultural and Tropical Products, Director</u> | *Gilbert Sindelar | (202) 447-5330 |
| Deputy Director for Marketing | *Robert S. FitzSimmonds | (202) 447-7931 |
| Deputy Director for Analysis | *Robert M. McConnell | (202) 447-3423 |
| <u>Oilseeds and Products Division,</u> Director | *Phillip L. Mackie | (202) 447-7037 |
| Deputy Director for Marketing | *James Lankford | (202) 447-8809 |
| Deputy Director for Analysis | *Phillip L. Mackie | (202) 447-7037 |
| <u>Tobacco and Cotton Division,</u> Director | Reiter Webb | (202) 447-5635 |
| Deputy Director for Marketing | *James Frink | (202) 447-6917 |
| Deputy Director for Analysis | *Joseph Stevenson | (202) 447-6271 |

FOREIGN AGRICULTURAL SERVICE (Continued)

INTERNATIONAL TRADE POLICY

| | | |
|--|--------------------|----------------|
| Assistant Administrator | *Thomas R. Saylor | (202) 447-6887 |
| Deputy Assistant Administrator | George H. White | (202) 447-4055 |
| Assistant to Assistant Administrator | William F. Doering | (202) 447-6723 |
| <u>Trade Relations Division,</u> Director | *John F. Hudson | (202) 447-7677 |
| <u>Developing Countries Division,</u> Director | *George H. White | (202) 447-4055 |
| <u>Market Economies Division,</u> Director | *Richard Schroeter | (202) 447-4371 |
| <u>Centrally Planned Economies Division,</u> Director | *David Schoonover | (202) 447-2166 |

AGRICULTURAL ATTACHES

| | | |
|---|---------------------|----------------|
| Assistant Administrator | Larry F. Thomasson | (202) 447-6138 |
| Deputy Assistant Administrator | Alexander Bernitz | (202) 447-3253 |
| European Area Officer (EC) | Roger Euler | (202) 447-2144 |
| European Area Officer (Non-EC) | Richard Welton | (202) 447-6083 |
| Western Hemisphere Area Officer | John McDonald | (202) 447-2690 |
| East Asia and Pacific Area Officer | Verle Lanier | (202) 447-7053 |
| Near East, South Asia, and Africa Area Officer | Stanley W. Phillips | (202) 447-6472 |
| Representation & Foreign Visitors Staff | Robert E. Sullivan | (202) 447-6725 |
| Reports Officer | Steve Washenko | (202) 447-2949 |

MANAGEMENT

| | | |
|---|----------------------|----------------|
| Assistant Administrator | Richard A. Smith | (202) 447-3138 |
| <u>Budget and Analysis Division,</u> Director | Norman R. Kallemeyn | (202) 447-3833 |
| Budget Branch, Chief | John W. Williams | (202) 447-4868 |
| Management Analysis Branch, Chief | Frank H. Sonnabend | (202) 447-4220 |
| <u>Personnel Division,</u> Director | Patricia P. Madison | (202) 447-5267 |
| Personnel Operations Branch, Chief | Ross S. Cook | (202) 447-2757 |
| Personnel Programs Branch, Chief | Charles E. Soisson | (202) 447-2553 |
| <u>Management Services Division,</u> Director | Edward R. Bevis, Jr. | (202) 447-3295 |
| Fiscal Operations Branch, Chief | Donald A. Peterman | (202) 447-5281 |
| Administrative Services Branch, Chief | Louis H. McElroy | (202) 447-2741 |

FOREIGN AGRICULTURAL SERVICE (Continued)

MANAGEMENT (Continued)

| | | |
|---|----------------------|----------------|
| <u>Data Systems Division</u> , Director | Eldon C. Hildebrandt | (202) 447-5255 |
| ADP Systems Staff | Rose G. Kumro | (202) 447-2856 |
| ADP Operations | Herbert R. Kalish | (202) 447-2373 |

The principal sections of the Export Trade Services Division are:

| | | |
|----------------------------|--------------------|----------------|
| DIRECTOR | William F. Dobbins | (202) 447-6343 |
| TRANSPORTATION COORDINATOR | Thomas M. Poerstel | (202) 447-7481 |

State/Trade Coordination Branch

| | | |
|--|------------------------|----------------|
| CHIEF | John A. Glew | (202) 447-2423 |
| TORS Coordinator (Export Briefs) | Lloyd R. Williams | (202) 447-7103 |
| New Products Testing System Coordinator | (Ms.) Billie W. Tovell | (202) 447-7787 |

Program Development and Operations Branch

| | | |
|-------|-------------|----------------|
| CHIEF | Lyle E. Moe | (202) 447-3031 |
|-------|-------------|----------------|

*Acting

FOREIGN AGRICULTURAL SERVICE (Continued)

AGRICULTURAL ATTACHE SERVICE

The Agricultural Attaches are the overseas "eyes and ears" of American agriculture, representing U.S. agricultural interests abroad and providing information on world trade and market development of agricultural products. Their reports are available in the FAS Commodity Divisions.

Larry F. Thomasson
Assistant Administrator for
Agricultural Attaches
Tel: (202) 447-6138

Alexander Bernitz
Deputy Assistant Administrator
for Agricultural Attaches
Tel: (202) 447-3253 or 73297

Area Officers

Europe (Non EC Countries)

Roger Euler
Tel: (202) 447-2144

Near East, South Asia, and Africa

Stanley W. Phillips
Tel: (202) 447-6472

Europe (EC Countries)

Richard Welton
Tel: (202) 447-6083

East Asia and Pacific

Verle E. Lanier
Tel: (202) 447-7053

Western Hemisphere

John C. McDonald
Tel: (202) 447-2690

Representation and Foreign Visitor Staff

Robert E. Sullivan
Tel: (202) 447-6725

Agricultural Attaches and Officers

COUNTRY/CITY/ADDRESS

NAME AND TITLE

TELEX/APO/FPO POSTAL SERVICE

ARGENTINA, BUENOS AIRES
(also Uruguay and
Paraguay)
American Embassy
Colombia 4,300, Palermo

Charles J. O'Mara
Agricultural Attache

APO Miami 34034

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|---|--|--|
| AUSTRALIA, CANBERRA American Embassy Monnah Place Yarralumla, A.C.T. Tel: 774-5516 | Brice K. Meeker Agricultural Attache | TWX AA62104 APO San Francisco 96404 |
| AUSTRIA, VIENNA American Embassy Boltzmannngasse 16 A-1091 Tel: 346-611 | Nicholas M. Thuroczy Agricultural Attache | TWX 73634 |
| BANGLADESH, DACCA American Embassy Adamjee Court Bldg. Montijheel Tel: 244-220 | Oldrich Fejfar Agricultural Attache | ----- |
| BELGIUM, BRUSSELS American Embassy 27 Blvd. du Regent Tel: 513-3830 | Frank A. Padovano Agricultural Attache | TWX 846-21336 APO New York 09667 |
| U.S. Mission to the European Communities 40 Blvd. du Regent, Boite 3 Brussels 1000 Tel: 513-4450 | John E. Montel Agricultural Attache | APO New York 09667 |
| BRAZIL, BRASILIA American Embassy Avenida das Nacoes Lote No. 3 Tel: 223-0120 | G. Stanley Brown Agricultural Attache | TWX 061-1091 APO Miami 34030 |
| American Consulate General Rua Padre Joao Manuel, 20 Sao Paulo Tel: 289-3155 | Edmond Missiaen Agricultural Officer | APO Miami 34030 |

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|---|--|--------------------------------------|
| CANADA, OTTAWA American Embassy 100 Wellington Street Tel: (613) 238-5335 | Clarence V. Jean Agricultural Attache | TWX 0533582 |
| CHILE, SANTIAGO American Embassy Codina Bldg. 1343 Agustinas Tel: 82-801 | Max F. Bowser Agricultural Attache | APO Miami 34041 TWX 40957-USIS-CL |
| CHINA, THE PEOPLE'S REPUBLIC OF, PEKING U.S. Liaison Office Kuang Hua Lu 17 Tel: 522-033 | William L. Davis Agricultural Officer | TWX 23890 |
| CHINA, REPUBLIC OF TAIPEI, TAIWAN American Embassy 2 Chung Hsiao West Road Tel: 331-3551 | Edwin A. Bauer Agricultural Attache | APO San Francisco 96263 TWX 23890 |
| COLOMBIA, BOGOTA American Embassy Calle 37 #8-40 Tel: 851-300 | James P. O'Mara Agricultural Attache | APO Miami 34038 TWX 44843 |
| COSTA RICA, SAN JOSE (also Panama) American Embassy Avenida 3 & Calle 1 Tel: 225-566 | Edwin I. Cissel Agricultural Attache | APO Miami 34020 |
| DENMARK, COPENHAGEN (also Norway) American Embassy Dag Hammarskjolds Alle 24 Tel: 42-31-44 and 42-60-59 | Fred W. Traeger Agricultural Attache | APO New York 09170 TWX 22216 |

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|--|--|-------------------------------------|
| DOMINICAN REPUBLIC, SANTO DOMINGO (also Antigua, Bahamas, Bermuda, Dominica, French West Indies, Haiti, Jamaica, Nevis, Montserrat, St. Kitts) American Embassy Calle Cesar Nicolas Pensen and Calle Leopoldo Navarro Tel: 682-2171 | Robert R. Anlauf Agricultural Attache | APO Miami 34041 TWX 3660013 |
| ECUADOR, QUITO American Embassy 120 Avenida Patria Tel: 230-020 | Lloyd I. Holmes Agricultural Attache | APO Miami 34039 |
| EGYPT, ARAB REPUBLIC OF CAIRO American Embassy 5 Sharia Latin America Tel: 28219 | James E. Ross Agricultural Attache | Box 22 FPO New York 09527 |
| EL SALVADOR, SAN SALVADOR (also Nicaragua) American Embassy 1230, 25 Avenida Norte Tel: 257-100 | James W. Brock Agricultural Attache | APO Miami 34023 |
| FRANCE, PARIS American Embassy 2 Ave Gabriel Tel: 296-1202 | Wayne W. Sharp Agricultural Attache | TWX 65-221 APO New York 09777 |
| U.S. Mission to the Organization for Economic Cooperation and Development 19, Rue de Franqueville Paris - Tel: 503-1618 | George E. Rossmiller Agricultural Attache | ----- |
| GERMANY, FEDERAL REPUBLIC OF BONN American Embassy Mehlemer Ave. 5300 Bonn-Bad Godesberg Tel: 8955 | Rolland E. Anderson Agricultural Attache | TWX 885-452 APO New York 09080 |

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|--|---|-------------------------------------|
| GERMAN DEMOCRATIC REPUBLIC, BERLIN American Embassy 108 Berlin Neustaedtische Kirchstrasse 4-5 Tel: 220-2741 | Roger S. Lowen Agricultural Attache | USBER, Box E APO New York 09742 |
| GREAT BRITAIN AND NORTHERN IRELAND (See United Kingdom) | ----- | ----- |
| GREECE, ATHENS (also Bulgaria) American Embassy 8, Makedonon Street Tel: 712-951 | Wilferd L. Phillipsen Agricultural Attache | TWX 21-5548 APO New York 09253 |
| GUATEMALA, GUATEMALA CITY (also Honduras & Belize) American Embassy Avenida La Reforma 7-01, Zona 10 Tel: 311-541 | Harry C. Bryan Agricultural Attache | APO Miami 34024 |
| HONG KONG American Consulate General 26 Garden Road Tel: 239-011 | Alva L. Erisman Agricultural Officer | FPO San Francisco 96659 |
| INDIA, NEW DELHI (also Nepal and Sri Lanka) American Embassy Shanti Path Chanakyapuri 21 Tel: 690-351 | Ivan E. Johnson Agricultural Attache | ----- |
| American Consulate General "Lincoln House" 78 Bhulabhai Desai Road BOMBAY Tel: 363-611 | Charles M. Clendenen Agricultural Officer | |

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|---|---|---|
| INDONESIA, JAKARTA American Embassy Medan Merdeka Selatan 5 Tel: 40-001 | Gordon O. Fraser Agricultural Attache | TWX 44218 AMEMB JKT Box 1 APO San Francisco 96356 |
| IRAN, TEHRAN American Embassy 260 Ave. Takti Jamshid Tel: 825-091 | Koy L. Neeley Agricultural Attache | APO New York 09205 |
| IRELAND, DUBLIN American Embassy 42 Elgin Rd. Ballsbridge Tel: 688-777 | Glenn D. Whiteman Agricultural Attache | TWX 5240 |
| ISRAEL, TEL AVIV (also Cyprus) American Embassy 71 Hayarkon Street Tel: 54-338 | Roger F. Puterbaugh Agricultural Attache | TWX 03-2476 APO New York 09672 |
| ITALY, ROME American Embassy Via V. Veneto 119 Tel: 4674 | Elmer W. Hallowell Agricultural Attache | TWX 61450 Amembro APO New York 09794 |
| American Consulate General Piazza della Repubblica 32 MILAN Tel: 652-841 | John H. Davenport Agricultural Officer | APO New York 09689 |
| IVORY COAST, ABIDJAN (also Liberia, Guinea, Senegal & Sierra Leone) American Embassy 5, Rue Jesse Owens Boite Postale 1712 Tel: 324-630 | Kenneth L. Murray Agricultural Attache | TWX 660 |

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|--|--|--|
| JAPAN, TOKYO American Embassy 1-10-5, Akasaka, Minato-Ku Tel: 583-7141 | Dudley G. Williams Agricultural Attache | TWX 2422118 APO San Francisco 96503 |
| KENYA, NAIROBI (also Tanzania and Zambia) American Embassy P.O. Box 30137 Eliot Street Tel: 334-141 | Dale K. Vining Agricultural Attache | ----- |
| KOREA, SEOUL American Embassy 82 Sejong-Ro Tel: 722-601 | Gerald W. Shelden Agricultural Attache | APO San Francisco 96301 |
| LEBANON, BEIRUT American Embassy P.O. Box 110301 Avenue de Paris Tel: 361-800 | Shackford Pitcher Agricultural Attache (Resident in Syria) | ----- |
| MALAYSIA, KUALA LUMPUR (also Brunei and Singapore) American Embassy AIA Bldg. Jalan Ampang Tel: 26-321 | Robert J. Svec Agricultural Attache | ----- |
| MEXICO, MEXICO CITY American Embassy Paseo de la Reforma 305 Colonia Cuauhtemoc Tel: (905) 553-3333 | Donald M. Nelson, Jr. Agricultural Attache | TWX 017-73-091 and 017-75-685 |

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|--|--|-------------------------------------|
| MOROCCO, RABAT (also Tunisia and Libya) American Embassy Charia Marrakech Tel: 30-361 | Frank J. Piason Agricultural Attache | TWX 31005 |
| NETHERLANDS, THE HAGUE American Embassy 102 Lange Voorhout Tel: 624-911 | James A. Hutchins, Jr. Agricultural Attache | TWX 31016 APO New York 09159 |
| NEW ZEALAND, WELLINGTON American Embassy 155-161 The Terrace Room 1105-06 Tel: 722-068 | James M. Benson Agricultural Attache | TWX NZ 3305 |
| NIGERIA, LAGOS (also Ghana and Cameroon) American Embassy 1 King's College Road Tel: 57-320 | W. Garth Thorburn Agricultural Attache | ----- |
| NORWAY, OSLO American Embassy Drammensveien 18 Tel: 566-880 | Fred W. Traeger Agricultural Attache (Resident in Denmark) | TWX 18470 |
| PAKISTAN, ISLAMABAD American Embassy Diplomatic Enclave Ramna 4 Tel: 22-161 | Alvin E. Gilbert Agricultural Attache | TWX 952-5-864 |
| PERU, LIMA (also Bolivia) American Embassy Av. Garcilazo de la Vega 1400 Apartado 1995 | Richard L. Barnes Agricultural Attache | APO Miami 34031 |

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|---|--|---|
| PHILIPPINES, MANILA American Embassy 1201 Roxas Boulevard Tel: 598-011 | Glenn R. Samson Agricultural Attache | TWX 722-7366 APO San Francisco 96528 |
| POLAND, WARSAW American Embassy (Mailing Address: c/o American Consulate General - APO New York 09757) | Jerome M. Kuhl Agricultural Attache | TWX 813304 AmEmbassy, Warsaw c/o AmConGen APO New York 09757 |
| PORTUGAL, LISBON American Embassy Avenida Duque de Loule No. 39 Tel: 570-102 | Robert J. Wicks Agricultural Attache | TWX 12528 Amemb APO New York 09678 |
| ROMANIA, BUCHAREST American Embassy Strada Tudor Arghezi 7-9 Tel: 124-040 | James K. Freckmann Agricultural Attache (Resident in Yugoslavia) | TWX 11416 AmEmbassy Box BUCH c/o AmConGen APO New York 09757 |
| SOUTH AFRICA, PRETORIA (also Lesotho, Botswana, Namibia and Swaziland) American Embassy 225 Pretorius Street Transvaal Tel: 484-266 | James O. Howard Agricultural Attache | TWX 3-751 |
| SPAIN, MADRID American Embassy Serrano 75 Tel: 276-3400 276-3600 | Leon G. Mears Agricultural Attache | TWX 27763 APO New York 09285 |
| SWEDEN, STOCKHOLM (also Finland) American Embassy Strandvagen 101 Tel: 630-520 | Norman J. Pettipaw Agricultural Attache | TWX 12060 AMEMB S |

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|---|---|-------------------------------------|
| SWITZERLAND, BERN American Embassy 93/95 Jubilaustrasse Tel: 430-011 | Homer F. Walters Agricultural Attache | TWX 32128 |
| U.S. Mission to European Officer of UN & Other International Organiza- tions 80 Rue du Lausanna, 1202 GENEVA Tel: 327-020 | Ernest Koenig Agricultural Attache | TWX 22103 USM 10 CH |
| SYRIA, DAMASCUS (also Lebanon, Jordan and Iraq) American Embassy Abu Rumaneh, Al Mansur St. No. 2 P.O. Box 29 Tel: 332-315 | Shackford Pitcher Agricultural Attache | ----- |
| TAIWAN (See China, Republic of) | ----- | ----- |
| THAILAND, BANGKOK American Embassy 95 Wireless Road Tel: 252-5040 | Paul J. Ferree Agricultural Attache | APO San Francisco 96346 |
| TURKEY, ANKARA American Embassy 110 Ataturk Blvd. Tel: 272-607 | Walter A. Stern Agricultural Attache | APO New York 09254 |
| UNION OF SOVIET SOCIALIST REPUBLICS (U.S.S.R.), MOSCOW American Embassy | Alan W. Trick Agricultural Attache | TWX 7805 APO New York 09862 |

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

| <u>COUNTRY/CITY</u> | <u>NAME AND TITLE</u> | <u>TELEX/APO/FPO POSTAL SERVICE</u> |
|--|--|--|
| UNITED KINGDOM, LONDON (Great Britain and Northern Ireland) American Embassy 24/31 Grosvenor Sq. W. 1 Tel: 499-9000 | William L. Rodman Agricultural Attache | TWX 266777 Box 40 FPO New York 09510 |
| URUGUAY, MONTEVIDEO (also Argentina and Paraguay) American Embassy Calle Lauro Muller 1776 Tel: 409-051 | Charles J. O'Mara Agricultural Attache (Resident in Argentina) | ----- |
| VENEZUELA, CARACAS (also Barbados, French Guiana, Grenada, Guyana, Netherlands Antilles, St. Lucia, St. Vincent, Surinam, Trinidad and Tobago) American Embassy Avenida Francisco de Miranda & Avenida Principal de la Floresta Tel: 284-6111 or 284-7111 | George J. Dietz Agricultural Attache | TWX 25501 AMEMB VEN APO Miami 34037 |
| YUGOSLAVIA, BELGRADE (also Romania) American Embassy 50 Kneza Milosa Tel: 645-655 | James K. Freckmann Agricultural Attache | TWX 11529 |
| ZAIRE, KINSHASA American Embassy 310 Ave. des Aviateurs Tel: 22-698 | Robert W. Johnson Agricultural Attache | TWX 386 |

INTERGOVERNMENTAL AFFAIRS

This listing shows Federal Regional Council USDA Liaison Representatives in the United States, by region. These officials, who work with state and local government personnel in their regions, represent the Secretary of Agriculture on the Federal Regional Councils and provide Council leadership on rural development work.

HEADQUARTERS

Office of Intergovernmental Affairs
U. S. Department of Agriculture
Washington, D. C. 20250

WASHINGTON STAFF

Maynard C. Dollhoff
Deputy Director for
Intergovernmental Affairs
Tel: (202) 447-6643

J. S. Wood
Deputy Assistant
Tel: (202) 447-7615

Regions and Representatives (Follow each name with Office of the Secretary, Office of Intergovernmental Affairs, U. S. Department of Agriculture, and the address below):

FRC REGION

STATES IN FRC REGION

USDA LIAISON REPS., FRC

I
Boston

Connecticut, Maine,
Massachusetts, New Hampshire,
Rhode Island, Vermont

Brian D. Burns
State Director, FmHA, USDA
141 Main Street
Montpelier, Vermont 05602
Bus: 8-832-4454

II
New York City

New Jersey, New York,
Puerto Rico, Virgin Islands

Karen N. Hanson
State Director, FmHA, USDA
Rm. 871 U.S. Courthouse & Fed.
Bldg.
100 South Clinton St.
Syracuse, New York 13260
Bus: 8-950-5290 or 5312

INTERGOVERNMENTAL AFFAIRS (Continued)

| <u>FRC REGION</u> | <u>STATES IN FRC REGION</u> | <u>USDA LIAISON REPS., FRC</u> |
|---------------------|--|---|
| III Philadelphia | Delaware, Maryland, Pennsylvania, Virginia, West Virginia, District of Columbia | Robert (Bob) D. Raisch Director, Northeastern Area State & Private Forestry, FS, USDA 370 Reed Road Broomall, Pennsylvania 19008 Bus: 8-596-1660 |
| IV Atlanta | Kentucky, Tennessee, Mississippi, Alabama, Georgia, North Carolina, South Carolina, Florida | Michael W. Kageorge Asst. Director, OMRA-SA State & Private Forestry, FS, USDA 1720 Peachtree, N.W., Rm. 713 Atlanta, Georgia 30309 Bus: 8-257-4663 |
| V Chicago | Minnesota, Wisconsin, Michigan, Illinois, Indiana, Ohio | Charles A. Kelly Regional Director 01, USDA 1 North Wacker Dr., Rm. 823 Chicago, Illinois 60606 Bus: 8-353-1358 |
| VI Dallas | Texas, Arkansas, Louisiana, Oklahoma, New Mexico | William H. Pieratt State Director, FmHA, USDA W. R. Poage Bldg. 101 South Main Temple, Texas 76501 Bus: 8-736-1301 |
| VII Kansas City | Iowa, Kansas, Missouri, Nebraska | H. Allan Brock State Director, FmHA, USDA 555 Vandriver Drive Columbia, Missouri 65201 Bus: 8-276-3241 |
| VIII Denver | Colorado, Utah, Wyoming, Montana, North Dakota, South Dakota | Craig Rupp Regional Forester, FS, USDA Box 25127 Lakewood, Colorado 80225 Bus: 8-234-3711 |

INTERGOVERNMENTAL AFFAIRS (Continued)

| <u>FRC REGION</u> | <u>STATES IN FRC REGION</u> | <u>USDA LIAISON REPS., FRC</u> |
|---------------------|--|--|
| IX San Francisco | Arizona, California, Nevada, Hawaii, Guam | Douglas R. Leisz Regional Forester, FS, USDA 630 Sansome Street San Francisco, California 94111 Bus: 8-556-4310 |
| X Seattle | Alaska, Idaho, Oregon, Washington | Don R. Campbell Forest Sup., FS, USDA Mt. Baker-Snoqualmie National Forest 1601 Second Avenue Building Seattle, Washington 98101 Bus: 8-399-0307 |

ANIMAL AND PLANT HEALTH INSPECTION SERVICE

The Animal and Plant Health Inspection Service is responsible for the inspection and certification of animals, plants and agricultural products to meet health and/or sanitation requirements for export. The agency's veterinarians inspect animals, poultry, meat and other animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nations.

Export of Live Animals and Live Poultry

Dr. Harold A. Walters
Veterinary Services
Animal and Plant Health Inspection Service
U. S. Department of Agriculture
Hyattsville, Maryland 20782
Tel: (301) 436-8383

APHIS Veterinary Services

Area and Veterinarian in Charge

AREA 1: (Connecticut, Rhode Island, Vermont, New Hampshire, Maine, and Massachusetts)

Dr. A. E. Decoteau
USDA, APHIS Veterinary Services
424 Trapelo Road, Building 134 North
Waltham, Massachusetts 02154
Tel: (617) 894-2400 ext. 761
FTS 839-7761

AREA 3: (Delaware, West Virginia, Virginia, and Maryland)

Dr. Paul Kramer
USDA, APHIS Veterinary Services
Room 601 Presidential Building
6525 Belcrest Road
Hyattsville, Maryland 20782
Tel: (301) 436-8044
FTS 436-8044

AREA 2: (New Jersey, Pennsylvania, and New York)

Dr. W. W. Thomas
USDA, APHIS Veterinary Services
Room 513, 80 Wolf Road
Albany, New York 12205
Tel: (518) 472-3377
FTS 562-3377

AREA 4: (Ohio and Michigan)

Dr. Douglas Stauffer
USDA, APHIS Veterinary Services
94 W. Church Street
P. O. Box 264
Pickerington, Ohio 43147
Tel: (614) 469-5602
FTS 943-5602

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

APHIS Veterinary Services (Continued)

Area and Veterinarian in Charge (Continued)

AREA 5: (Illinois and Indiana)

Dr. P. H. Kramer
USDA, APHIS Veterinary Services
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Indianapolis, Indiana 46224
Tel: (317) 269-6132
FTS 331-6132

AREA 6: (Wisconsin and Minnesota)

Dr. Basil Ward
USDA, APHIS Veterinary Services
555 Wabasha Street
St. Paul, Minnesota 55102
Tel: (612) 725-7691
FTS 725-7691

AREA 7: (Kentucky and Tennessee)

Dr. J. B. Anderson
USDA, APHIS Veterinary Services
P. O. Box 348
Brentwood, Tennessee 37027
Tel: (615) 215-5594
FTS 852-5594

AREA 8: (Mississippi and Alabama)

Dr. S. C. Gartman
USDA, APHIS Veterinary Services
P. O. Box 1120
400 Milner Bldg.
Lamar and Pearl Streets
Jackson, Mississippi 39205
Tel: (601) 969-4307
FTS 490-4307

AREA 9: (North Carolina, South Carolina, and Georgia)

Dr. N. E. Schulz
USDA, APHIS Veterinary Services
P. O. Box 11598
Columbia, South Carolina 29211
Tel: (803) 765-5612
FTS 677-5612

AREA 10: (Florida, Puerto Rico and Virgin Islands)

Dr. Wiley Bird
USDA, APHIS Veterinary Services
P. O. Box 660400
Miami Springs, Florida 33166
Tel: (305) 592-3210
FTS 350-4733

AREA 11: (Louisiana, Arkansas, and Oklahoma)

Dr. Allen G. Spreitzer
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P. O. Box 73102
Oklahoma City, Oklahoma 73102
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FTS 736-4335

AREA 12: (New Mexico and Texas)

Dr. E. S. Cox
USDA, APHIS Veterinary Services
702 Colorado Street - Room 301
Austin, Texas 78701
Tel: (512) 397-5551
FTS 734-5551

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

APHIS Veterinary Services (Continued)

Area and Veterinarian in Charge (Continued)

AREA 14: (Montana, South Dakota and North Dakota)

Dr. M. B. Huffman
USDA, APHIS Veterinary Services
P. O. Box 639
Bismarck, North Dakota 58501
Tel: (701) 255-4211
FTS 783-4211

AREA 18: (Nevada, Arizona, Hawaii and California)

Dr. J. B. Healy
USDA, APHIS Veterinary Services
83 Scripp Drive
Sacramento, California 95825
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FTS 468-4891

AREA 15: (Wyoming, Utah and Colorado)

Dr. D. A. Price
USDA, APHIS Veterinary Services
2490 West 26th Avenue - Room 237
Denver, Colorado 80211
Tel: (303) 837-3481
FTS 327-3481

AREA 19: (Oregon, Washington, Idaho and Alaska)

Dr. R. Evinger
USDA, APHIS Veterinary Services
P. O. Box 2108
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Tel: (503) 399-5871
FTS 422-5871

AREA 16: (Kansas and Nebraska)

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USDA, APHIS Veterinary Services
Federal Building
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Lincoln, Nebraska 68501
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FTS 867-5441

AREA 17: (Iowa and Missouri)

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USDA, APHIS Veterinary Services
210 Walnut Street
Federal Building - Room 877
Des Moines, Iowa 50309
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FTS 862-4140

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

Plant Protection and Quarantine Programs, by Region

Export of Plants and Plant Products (Continued)

Leonard M. Crawford
Plant Protection and Quarantine
Programs
Animal and Plant Health Inspection
Service
U.S. Department of Agriculture
Hyattsville, Maryland 20782
Tel: (301) 436-8247

NORTHEASTERN REGION

J. T. Koski, Regional Director
Plant Protection and Quarantine
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APHIS, USDA
505 S. Leona Road
Building Blason 11
P.O. Box 93
Moorestown, New Jersey 08057
Tel: (609) 253-1428
FTS: 488-5070

SOUTHEASTERN REGION

H. L. Ford, Regional Director
Plant Protection and Quarantine
Programs
APHIS, USDA
3505 25th Avenue
Gulfport, Mississippi 39501
Tel: (601) 863-6103
FTS: 499-2603

WESTERN REGION

A. L. Adams, Regional Director
Plant Protection and Quarantine
Programs
APHIS, USDA
620 Central Avenue
Building 2B, Room 103
Alameda, California 94501
Tel: (415) 273-6041
FTS: 536-6041

SOUTH-CENTRAL REGION

W. H. Moore, Regional Director
Plant Protection and Quarantine
Programs
APHIS, USDA
400 Boca Chica Tower
2100 Boca Chica Boulevard
Brownsville, Texas 78521
Tel: (512) 546-8213
FTS: 734-8236

FOOD SAFETY AND QUALITY SERVICE

Export of Meat and Poultry Products

Dr. H. M. Steinmetz
Director, Foreign Programs Staff
Meat and Poultry Inspection
Food Safety and Quality Service
U.S. Department of Agriculture
Washington, D. C. 20250

WESTERN REGION: (Alaska, Arizona, California, Colorado, Hawaii, Idaho, South Dakota, Utah, Washington, Wyoming, and Somoa, Guam)

Dr. L. J. Rafoth, Director
Building 2C - Room 102
620 Central Avenue
Alameda, California 94501
Tel: (415) 273-7402

SOUTHEASTERN REGION: (Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, and Virgin Islands)

Dr. J. D. Willis, Acting Director
1718 Peachtree Street, N.W.
Room 216
Atlanta, Georgia 30309
Tel: (404) 881-3911

SOUTHWESTERN REGION: (Arkansas, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas)

Dr. Willis H. Irvin, Director
1100 Commerce Street
Room 5-F41
Dallas, Texas 75242
Tel: (214) 749-3747

NORTHEASTERN REGION: (Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Virginia, Vermont, and West Virginia)

Dr. M. Hatter, Director
1421 Cherry Street
Seventh Floor
Philadelphia, Pennsylvania 19102
Tel: (215) 597-4219

NORTH CENTRAL REGION: (Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, Ohio and Wisconsin)

Dr. L. H. Burkert, Director
U.S. Courthouse Building
Room 419
East First and Walnuts Streets
Des Moines, Iowa 50309
Tel: (515) 284-4042

AGRICULTURAL MARKETING SERVICE

The Agricultural Marketing Service has responsibility for quality and condition standards of the Department of Agriculture. Fresh and processed agricultural products are graded according to these standards. Exporters on a fee basis can obtain this grading service in terms of the quality specifications of foreign buyers.

The following office can refer you to sources of information for grading of specific agricultural products:

Agricultural Marketing Service
U. S. Department of Agriculture
Room 3071 - South Building
Washington, D. C. 20250
Tel: (202) 447-5115

SCIENCE AND EDUCATION ADMINISTRATION

The Science and Education Administration conducts research to improve farm production processing and marketing. Activities of particular interest to exporters include--information, research publications and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control and pesticide residues for domestic and foreign marketing. Studies are made to determine the best ways to select, pack and ship for export and the results are published.

Dr. Arson R. Bertrand
Acting Director, Science and Education
Room 304-A, Administration Building
Washington, D.C. 20250
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AGRICULTURAL RESEARCH

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Tel: (202) 447-3656

Vacant
Associate Deputy Director
Agricultural Research
Room 340-A, Administration Building
Washington, D.C. 20250
Tel: (202) 447-3658

Vacant
National Program Staff Scientist--
Marketing
Horticultural Crops
Room 213, B-005, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-2777

Dale L. Anderson
National Program Staff Scientist--
Transportation and Facilities
Room 214, B-005, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-2780

FIELD OPERATIONS

Northeastern Region

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Beltsville, Maryland 20705
Tel: (301) 344-3418

Northeastern Region (Continued)

Dr. H. S. Ricker, Chairman
Agricultural Marketing Research
Institute
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Beltsville, Maryland 20705
Tel: (301) 344-3338

SCIENCE AND EDUCATION ADMINISTRATION (CONTINUED)

Northeastern Region (Continued)

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Meat Science Research Lab.
B-201, BARC-E
Beltsville, Maryland 20705
Tel: (301) 344-2400

Philip Breakiron, Lab. Chief
Transportation and Packaging
Research Lab.
Room 210, B-006, BARC-W
Beltsville, Maryland 20705
Tel: (301) 344-2815

W. Miller & R. McDonald
European Marketing Research Center
Marconistraat 38b
Rotterdam, The Netherlands
Tel: 010-76 55 38 or 010 76 65 38
Telex: 26649 - ussea/nl
ussea/ar or ussea/or

Mr. Ceponis
Eastern Market Pathology Lab.
USDA/SEA/AR
P. O. Box 231, Food Science Bldg.
Rutgers University, Cook College
New Brunswick, New Jersey 08903
Tel: (201) 932-9881

North Central Region

Earl R. Glover, Acting Regional
Administrator
2000 W. Pioneer Parkway
Peoria, Illinois 61614
Tel: (309) 471-9577
FTS: 8-360-7176

Dr. L. Beraha
Market Pathology Lab.
536 South Clark Street, Room 183
Chicago, Illinois 60605
Tel: (312) 353-6678

North Central Region (Continued)

Herman Mayes
USDA/SEA - Bioengineering Research
Bldg. T-12, Room 202
University of Missouri
Columbia, Missouri 65211
Tel: (314) 882-6620
FTS: 8-276-3188

Dr. Y. Pomeranz
U.S. Grain Marketing Research
Center
1515 College Avenue
Manhattan, Kansas 66502
Tel: (913) 539-9141

Southern Region

E. L. Kendrick, Acting
Regional Administrator
P.O. Box 53326
New Orleans, Louisiana 70153
Tel: (504) 589-5753

Dr. T. Hatton
Market Quality and Transportation
Research Lab.
2120 Camden Road
Orlando, Florida 32803
Tel: (305) 898-6791
FTS: 8-820-6051

Dr. T. H. Camp
Transportation and Marketing
Research Unit
P. O. Box ED
College Station, Texas 77840
Tel: (713) 846-8821
FTS: 8-527-1331

Southern Region (Continued)

Dr. W. W. Carter
Fruit and Vegetable Post-Harvest
Quality Maintenance Research
P. O. Box 267
Weslaco, Texas 78596
Tel: (512) 968-4026

Western Region

Dr. H. C. Cox
Acting Regional Administrator
2850 Telegraph Avenue
Berkeley, California 94705
Tel: (415) 486-3565
FTS: 8-449-3565

Dr. J. Harvey
U.S. Horticultural Field Station
Market Quality and Transportation
Research Lab.
2021 South Peach Avenue
Fresno, California 93727
Tel: (209) 487-5334

J. Fountain
Packaging and Transport
3706 West Nob Hill Boulevard
Yakima, Washington 98902
Tel: (509) 575-5877

STATE EXTENSION SERVICES

Joseph R. Corley, Economist
Science and Education Administration
U. S. Department of Agriculture
Washington, D. C. 20250
Tel: (202) 447-4520

Works with State Extension Services and USDA agencies to develop and conduct extension programs for foreign trade.

The following are key contacts in the Cooperative Extension Service of the State Universities who can direct you to sources of information on food and agricultural exports and help analyze opportunities for getting into the export market:

Alabama

A. R. Cavender
Auburn University
Auburn, Alabama 36830
Tel: (205) 826-5323

California

Jerome B. Siebert
University of California
377 University Hall
Berkeley, California 94720
Tel: (415) 642-3235

Alaska

James W. Matthews
University of Alaska
Fairbanks, Alaska 99701
Tel: (907) 479-7246

Colorado

William P. Spencer
Colorado State University
Fort Collins, Colorado 80523
Tel: (303) 491-6276

Arizona

C. Curtis Cable
University of Arizona
Tucson, Arizona 85721
Tel: (602) 884-1005

Connecticut

Don G. Stitts
University of Connecticut
Storrs, Connecticut 06268
Tel: (203) 486-2742

Arkansas

A. W. Woodard
P. O. Box 391
Little Rock, Arkansas 72203
Tel: (501) 376-6301

Delaware

W. T. McAllister
University of Delaware
Newark, Delaware 19711
Tel: (302) 738-2511

STATE EXTENSION SERVICES (Continued)

Florida

Charles D. Covey
University of Florida
Gainesville, Florida 32611
Tel: (904) 392-1877

Georgia

Robert S. Glover
University of Georgia
Athens, Georgia 30601
Tel: (404) 542-1861

Hawaii

Steve M. Doue
University of Hawaii
Honolulu, Hawaii 96822
Tel: (808) 948-7787

Idaho

Robert L. Sargent
Department of Agricultural Economics
Idaho State University
Moscow, Idaho 83843
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Illinois

Harold D. Guither
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Urbana, Illinois 61801
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Indiana

W. S. Farris
Purdue University
West Lafayette, Indiana 47907
Tel: (317) 493-2221

Iowa

C. Phillip Baumel
Iowa State University
Ames, Iowa 50010
Tel: (515) 294-7318

Kansas

Fred D. Sobering
Kansas State University
Manhattan, Kansas 66506
Tel: (913) 532-5820

Kentucky

Robert W. Rudd
University of Kentucky
Lexington, Kentucky 40506
Tel: (606) 258-5762

Louisiana

L. E. Johnson
Louisiana State University
Baton Rouge, Louisiana 70803
Tel: (504) 388-2145

Maine

E. S. Micka
University of Maine
Orono, Maine 04473
Tel: (207) 581-7119

Maryland

John M. Curtis
University of Maryland
Extension Service
College Park, Maryland 20742
Tel: (301) 454-3742

STATE EXTENSION SERVICES (Continued)

Massachusetts

T. W. Leed
University of Massachusetts
Amherst, Massachusetts 01002
Tel: (413) 545-2494

Michigan

George T. Stachwick
Michigan State University
East Lansing, Michigan 48824
Tel: (517) 355-2318

Minnesota

Willis E. Anthony
University of Minnesota
St. Paul, Minnesota 55101
Tel: (612) 373-1093

Mississippi

W. M. Bost, Director
Cooperative Extension Service
University of Mississippi
Mississippi State, Mississippi 39762
Tel: (601) 325-4436

Missouri

C. L. Cramer
University of Missouri
Columbia, Missouri 65201
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James Cornelius
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Durham, New Hampshire 03824
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New York

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STATE EXTENSION SERVICES (Continued)

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South Carolina

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Clemson, South Carolina 29631
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Ohio

John W. Sharp
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Columbus, Ohio 43210
Tel: (614) 422-6446

South Dakota

J. E. Thompson
South Dakota State University
Brookings, South Dakota 57006
Tel: (605) 688-4141

Oklahoma

R. E. (Gus) Page
Oklahoma State University
Stillwater, Oklahoma 74074
Tel: (405) 372-6211, ext. 7515

Tennessee

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EASTERN U.S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC)

An organization of the ten northeast State Departments of Agriculture formed to develop cooperative programs to increase the exports of food and other agricultural products. The member states are: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

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An export council of the twelve midwest State Departments of Agriculture to coordinate and expand activities for food and agricultural products. The member states are: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

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An association of fifteen southern State Departments of Agriculture and related organizations formed to promote food and other agricultural exports from its member states. The member states are: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

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NAMO is an affiliate of the National Association of State Departments of Agriculture to develop a broad program of services and improve marketing of agricultural products. Executive membership is made up of heads of state agencies responsible for marketing in domestic and international trade.

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U. S. MARKET DEVELOPMENT COOPERATORS

(July 1978)

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*INTERNATIONAL INSTITUTE FOR COTTON
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United States is a member.

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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

GREAT PLAINS WHEAT, INC. (Continued)

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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

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AMERICAN HEREFORD ASSOCIATION

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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

LIVESTOCK AND LIVESTOCK PRODUCTS
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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)
(July 1978)

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(July 1978)

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D. DE FRANCO AND SONS, INC.

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T. M. Duche' NUT CO., INC.

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INTERNATIONAL BROKERS OR SELLERS

Export Management Companies, also referred to as Combination Export Management Companies (CEM), provide valuable service to U. S. manufacturers who export, or want to export. Generally, they either act as an export agent for one or more U. S. companies, or they may take actual possession of products to be exported.

A EMC or CEM can perform one or more of the following services in behalf of the U. S. manufacturer and his products:

1. Find the overseas buyer through personal contact or through an overseas agency relationship.
2. Provide marketing data tailored to specific world areas and products.
3. Represent the U. S. manufacturer in overseas trade circles, and at overseas promotional events sponsored by the Foreign Agricultural Service.
4. Arrange for such export services as forwarding and shipping, financing, product introduction, and commercial promotion in the foreign market.
5. Serve, in effect, as the "export department" for the U. S. company.

The designated EMC or CEM does not apply to all such companies. Some of them refer to themselves as export brokers, international brokers, or by some other name.

We have not attempted to list the multitude of such companies operating today. There are too many of them and because of almost daily changes, the list would have been obsolete before it was published. Your State Department of Agriculture contact (see page 45) can direct you to the companies serving your area.

U. S. DEPARTMENT OF COMMERCE

Business Counseling Section
Export Information Division
Office of Export Development
Washington, D. C. 20230
Tel: (202) 967-3181

Promotes and assists U. S. trade and investment overseas through trade missions, exhibits, and other means. Provides services to exporters such as overseas business reports and trade lists, trade opportunities in foreign markets, and reports on individual traders overseas.

DISTRICT OFFICES

Write to District Office, U. S. Department of Commerce, followed by the appropriate address below. (*Denotes Trade Specialist.)

Alabama

Gayle C. Shelton, Jr., Director
Suite 200-201
908 South 20th Street
Birmingham, Alabama 35205
Tel: (205) 254-1331
FTS 229-1331

Arkansas

*(Dallas, Texas District)
1100 North University
Suite 109
Little Rock, Arkansas 72207
Tel: (501) 378-5157
FTS 740-5157

Alaska

Sara L. Haslett, Director
412 Hill Building
632 Sixth Avenue
Anchorage, Alaska 99501
Tel: (907) 265-5307

California

Eric C. Silberstein, Director
Room 800
777 San Vicente Road
Los Angeles, California 90049
Tel: (213) 824-7591
FTS 799-7591

Arizona

Donald W. Fry, Director
Suite 2950 Valley Bank Center
201 North Central Avenue
Phoenix, Arizona 85073
Tel: (602) 261-3285
FTS 261-3285

*233 A Street
Suite 310
San Diego, California 92101
Tel: (714) 293-5395
FTS 895-5395

U. S. DEPARTMENT OF COMMERCE (Continued)

California (Continued)

Philip M. Creighton, Director
Federal Building, Box 36013
450 Golden Gate Avenue
San Francisco, California 94102
Tel: (415) 556-5860
FTS 556-5868

Colorado

Norman Lawson, Director
Room 165, New Customhouse
19th and Stout Street
Denver, Colorado 80202
Tel: (303) 837-3246
FTS 327-3246

Connecticut

Richard C. Kilbourn, Director
Room 610-B, Federal Office Building
450 Main Street
Hartford, Connecticut 06103
Tel: (203) 244-3530
FTS 244-3530

Florida

Roger J. LaRoche, Director
Room 821, City National Bank Building
25 West Flagler Street
Miami, Florida 33130
Tel: (305) 350-5267
FTS 350-5267

*128 North Osceola Avenue
Clearwater, Florida 33515
Tel: (813) 446-4081

*815 S. Main Street, Suite 100
Jacksonville, Florida 32207
Tel: (904) 791-2796
FTS 946-2796

Florida (Continued)

*Collins Building, Room G-20
Tallahassee, Florida 32301
Tel: (904) 488-6469
FTS 946-4320

Georgia

David S. Williamson, Director
Suite 600
1365 Peachtree Street, N. E.
Atlanta, Georgia 30309
Tel: (404) 881-7000
FTS 257-7000

James W. McIntire, Director
222 U.S. Courthouse P. O. Box 9746
125-29 Bull Street
Savannah, Georgia 31402
Tel: (912) 232-4321 ext. 204
FTS 248-4204

Hawaii

John S. Davies, Director
4106 Federal Building, P. O. Box 50026
300 Ala Moana Boulevard
Honolulu, Hawaii 96850
Tel: (808) 546-8694

Illinois

Gerald M. Marks, Director
1406 Mid Continental Plaza Building
55 East Monroe Street
Chicago, Illinois 60603
Tel: (312) 353-4450
FTS 353-4450

U. S. DEPARTMENT OF COMMERCE (Continued)

Indiana

Mel R. Sherar,
Director
357 U.S. Courthouse & Federal
Office Building
46 East Ohio Street
Indianapolis, Indiana 46204
Tel: (317) 269-6214
FTS 331-6214

Iowa

Jesse N. Durden
Director
817 Federal Building
Des Moines, Iowa 50309
Tel: (515) 284-4222
FTS 862-4222

Kentucky

*(Memphis, Tennessee District)
Capitol Plaza Office Tower
Room 2425
Frankfort, Kentucky 40601
Tel: (502) 875-4421

Louisiana

Edwin A. Leland, Jr.
Director
423 International Trade Mart
No. 2 Canal Street
New Orleans, Louisiana 70130
Tel: (504) 589-6546
FTS 682-6546

Maine

*(Boston, Massachusetts District)
Maine State Pier
40 Commercial Street
Portland, Maine 04111
Tel: (207) 773-5608
FTS 833-3407

Maryland

Carroll F. Hopkins
Director
415 U. S. Customhouse
Gay and Lombard Street
Baltimore, Maryland 21202
Tel: (301) 962-3560
FTS 922-3560

Massachusetts

Richard F. Treadway,
Director
10th Floor, 441 Stuart Street
Boston, Massachusetts 02116
Tel: (617) 223-2312
FTS 223-2312

Michigan

William L. Welch
Director
445 Federal Building
231 West Lafayette
Detroit, Michigan 48226
Tel: (313) 226-3650
FTS 226-3650

U. S. DEPARTMENT OF COMMERCE (Continued)

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Robert F. Magee, Director
1312 Federal Building
111 West Huron Street
Buffalo, New York 14202
Tel: (716) 846-4191
FTS 437-4191

Arthur C. Rutzen, Director
37th Floor, Federal Office Building
26 Federal Plaza, Foley
New York, New York 10007
Tel: (212) 264-0634
FTS 264-0600

North Carolina

Joel B. New, Director
203 Federal Building
West Market Street
P. O. Box 1950
Greensboro, North Carolina 27402
Tel: (919) 378-5345
FTS 699-5345

151 Haywood Street
Asheville, North Carolina 28802
Tel: (704) 254-1981
FTS 672-0342

Ohio

Gordon B. Thomas, Director
10504 Federal Office Building
550 Main Street
Cincinnati, Ohio 45202
Tel: (513) 684-2944
FTS 684-2944

Charles B. Stebbins, Director
Room 600
666 Euclid Avenue
Cleveland, Ohio 44114
Tel: (216) 522-3131 ext. 4750
FTS 293-4750

Oklahoma

*(Dallas, Texas District)
4020 Lincoln Boulevard
Oklahoma City, Oklahoma 73105
Tel: (405) 231-5302
FTS 736-5302

Oregon

Lloyd R. Porter, Director
Room 618
1220 S. W. 3rd Avenue
Portland, Oregon 97204
Tel: (503) 221-3001
FTS 423-3001

Pennsylvania

Patrick P. McCabe, Director
9448 Federal Building
600 Arch Street
Philadelphia, Pennsylvania 19106
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FTS 597-2866

William M. Bradley
Trade Specialist in Charge
2002 Federal Building
1000 Liberty Avenue
Pittsburg, Pennsylvania 15222
Tel: (412) 644-2850
FTS 722-2850

Puerto Rico

Enrique Vilella, Director
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Federal Building
San Juan (Hato Rey), Puerto Rico
00918
Tel: 753-4555

U. S. DEPARTMENT OF COMMERCE (Continued)

Michigan (Continued)

350 Ottawa Street, N.W.
Grand Rapids, Michigan 49503
Tel: (616) 456-2411
FTS 456-2411

Minnesota

Glenn A. Matson, Director
218 Federal Building
110 South Fourth Street
Minneapolis, Minnesota 55401
Tel: (612) 725-2133
FTS 725-2133

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*(Birmingham, Alabama District)
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1202 Walter Sillers Building
Jackson, Mississippi 39205
Tel: (601) 969-4388
FTS 490-4388

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Donald R. Loso, Director
120 South Central Avenue
St. Louis, Missouri 63105
Tel: (314) 425-3302 or 4
FTS 279-3302

*Room 1840, 601 East 12th Street
Kansas City, Missouri 64106
Tel: (816) 374-3142
FTS 758-3142

Montana

*(Cheyenne, Wyoming District)
225 S. Idaho Street
Room 101, P. O. Box 3809
Butte, Montana 59701
Tel: (406) 723-6561 ext. 3317
FTS 585-6561 ext. 3317

Nebraska

George H. Payne, Director
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1815 Capitol Avenue
Omaha, Nebraska 68102
Tel: (402) 221-3665
FTS 864-3665

Nevada

Joseph J. Jeremy, Director
777 W. 2nd Street
Room 120
Reno, Nevada 89503
Tel: (702) 784-5203
FTS 598-5203

New Jersey

Clifford R. Lincoln, Director
4th Floor, Gateway Building
Market Street & Penn Plaza
Newark, New Jersey 07102
Tel: (201) 645-6214
FTS 341-6214

New Mexico

William F. Dwyer, Director
505 Marquette Ave., N.W.
Suite 1010
Albuquerque, New Mexico 87102
Tel: (505) 766-2386
FTS 474-2386

U. S. DEPARTMENT OF COMMERCE (Continued)

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*(Boston, Massachusetts District)
1 Weybossett Hill
Providence, Rhode Island 02903
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FTS 838-4482

South Carolina

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2611 Forest Drive
Forest Center
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Tel: (803) 765-5345
FTS 677-5345

*Federal Building, Suite 505
334 Meeting Street
Charleston, South Carolina 29403
Tel: (803) 577-4361
FTS 677-4361

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Bradford H. Rice, Director
147 Jefferson Avenue, Room 710
Memphis, Tennessee 38103
Tel: (901) 521-3213
FTS 222-3213

*Andrew Jackson Office Building
4014 Aberdeen Road
Nashville, Tennessee 37216
Tel: (615) 297-5233
FTS 852-5161

Texas

C. Carmon Stiles, Director
1100 Commerce Street
Room 7A5
Dallas, Texas 75242
Tel: (214) 749-1515
FTS 749-1513

Texas (Continued)

Felicitio C. Guerrero, Director
2625 Federal Building
Court House, 515 Rusk Street
Houston, Texas 77002
Tel: (713) 226-4231
FTS 527-4231

*University of Texas at San Antonio
Division of Continuing Education
San Antonio, Texas 78285
Tel: (512) 229-5875
FTS 229-5875

Utah

George M. Blessing, Jr., Director
1203 Federal Building
125 South State Street
Salt Lake City, Utah 84138
Tel: (801) 524-5116
FTS 588-5116

Virginia

8010 Federal Building
400 North 8th Street
Richmond, Virginia 23240
Tel: (804) 782-2246
FTS 925-2246

*8550 Arlington Boulevard
Fairfax, Virginia 22031
Tel: (703) 560-6460
FTS 235-1519

Washington

Judson S. Wonderly, Director
Lake Union Building, Room 706
1700 Westlake Avenue North
Seattle, Washington 98109
Tel: (206) 442-5615
FTS 399-5615

U. S. DEPARTMENT OF COMMERCE (Continued)

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Roger L. Fortner, Director
3000 New Federal Office Building
500 Quarrier Street
Charleston, West Virginia 25301
Tel: (304) 343-6181 ext. 375
FTS 924-1375

Wisconsin

Russell H. Leitch, Director
Federal Building/U..S. Courthouse
517 East Wisconsin Avenue
Milwaukee, Wisconsin 53202
Tel: (414) 291-3473
FTS 362-3473

Wyoming

Lowell O. Burns, Director
6022 O'Mahoney Federal Center
2120 Capitol Avenue
Cheyenne, Wyoming 82001
Tel: (307) 778-2220 ext. 2151
FTS 328-2151

A PARTIAL LISTING OF FOREIGN EMBASSIES
IN THE UNITED STATES

AFGHANISTAN

Embassy of Afghanistan
2341 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-3770

ARGENTINA

Embassy of the Argentine Republic
1600 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 332-7100

AUSTRALIA

Embassy of Australia
1601 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 797-3000

AUSTRIA

Embassy of Austria
2343 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 438-4474

BANGLADESH

Embassy of the People's Republic
of Bangladesh
2123 California Street, N. W.
Washington, D. C. 20008
Tel: (202) 737-9169

BARBADOS

Embassy of Barbados
2144 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 387-7374

BELGIUM

Embassy of Belgium
3330 Garfield Street, N. W.
Washington, D. C. 20008
Tel: (202) 333-6900

BOLIVIA

Embassy of Bolivia
1145 19th Street, N. W., Suite 213
Washington, D. C. 20036
Tel: (202) 223-9610

BOTSWANA

Embassy of the Republic of Botswana
4301 Connecticut Avenue, N. W.
Suite 404
Washington, D. C. 20008
Tel: (202) 244-4990

BRAZIL

Brazilian Embassy
3006 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 797-0100

BULGARIA

Embassy of the People's Republic
of Bulgaria
2100 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 387-7969

BURMA

Embassy of the Socialist Republic
of the Union of Burma
2300 S Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-9044

A PARTIAL LISTING OF FOREIGN EMBASSIES
IN THE UNITED STATES (Continued)

BURUNDI

Embassy of the Republic of Burundi
2717 Connecticut Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 387-4477

CAMEROON

Embassy of the United Republic of
Cameroon
2349 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-8790

CANADA

Embassy of Canada
1746 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 785-1400

CENTRAL AFRICAN REPUBLIC

Embassy of Central African Republic
1618 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 265-5637

CEYLON

(See SRI LANKA)

CHILE

Embassy of Chile
1732 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 785-1746

CHINA, PEOPLE'S REPUBLIC OF

Chinese Embassy
2311 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 667-9000

COLOMBIA

Embassy of Colombia
2118 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 387-5828

COSTA RICA

Embassy of Costa Rica
2112 S Street, N. W.
Washington, D. C. 20008
Tel: (202) 234-4945

CYPRUS

Embassy of Cyprus
2211 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-5772

CZECHOSLOVAKIA

Embassy of Czechoslovak Socialist
Republic
3900 Linnean Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 363-6315

DENMARK

Embassy of Denmark
3200 Whitehaven Street, N. W.
Washington, D. C. 20008
Tel: (202) 234-4300

A PARTIAL LISTING OF FOREIGN EMBASSIES
IN THE UNITED STATES (Continued)

DOMINICAN REPUBLIC

Embassy of the Dominican Republic
1715 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-6280

FRANCE

Embassy of France
1100 Connecticut Avenue, N. W.
Washington, D. C. 20006
Tel: (202) 223-6710

ECUADOR

Embassy of Ecuador
2535 15th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-7200

GABON

Embassy of the Gabonese Republic
2210 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 797-1000

EGYPT

Embassy of the Arab Republic of Egypt
2310 Decatur Place, N. W.
Washington, D. C. 20008
Tel: (202) 232-5400

GERMANY

Embassy of the Federal Republic
of Germany
4645 Reservoir Road, N. W.
Washington, D. C. 20007
Tel: (202) 331-3000

EL SALVADOR

Embassy of El Salvador
2308 California Street, N. W.
Washington, D. C. 20008
Tel: (202) 265-3480

GHANA

Embassy of Ghana
2460 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 462-0761

ETHIOPIA

Embassy of Ethiopia
2134 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 234-2281

GREAT BRITAIN

British Embassy
3100 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-1340

FINLAND

Embassy of Finland
1900 24th Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-0556

GREECE

Embassy of Greece
2221 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 667-3168

A PARTIAL LISTING OF FOREIGN EMBASSIES
IN THE UNITED STATES (Continued)

GUATEMALA

Embassy of Guatemala
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Washington, D. C. 20008
Tel: (202) 332-2865

GUINEA

Embassy of the Republic of Guinea
2112 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 483-9420

GUYANA

Embassy of Guyana
2490 Tracy Place, N. W.
Washington, D. C. 20008
Tel: (202) 265-6900

HAITI

Embassy of Haiti
4400 17th Street, N. W.
Washington, D. C. 20011
Tel: (202) 723-7000

HONDURAS

Embassy of Honduras
4715 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 723-4923

HUNGARY

Embassy of the Hungarian People's
Republic
2437 15th Street, N. W.
Washington, D. C. 20009
Tel: (202) 387-3800

ICELAND

Embassy of Iceland
2022 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 365-6653

INDIA

Embassy of India
2107 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-5050

INDONESIA

Embassy of the Republic of Indonesia
2020 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 293-1745

IRAN

Imperial Embassy of Iran
3005 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-5500

IRELAND

Embassy of Ireland
2234 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-7639

ISRAEL

Embassy of Israel
1621 22nd Street, N. W.
Washington, D. C. 20008
Tel: (202) 483-4100

A PARTIAL LISTING OF FOREIGN EMBASSIES
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Embassy of Italy
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Washington, D. C. 20009
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KOREA

Embassy of Korea
2320 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 438-7383

IVORY COAST

Embassy of the Republic of Ivory Coast
2424 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-2400

LAOS

Embassy of Laos
2222 S Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-6416

JAMAICA

Embassy of Jamaica
1666 Connecticut Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 387-1010

LEBANON

Embassy of Lebanon
2560 28th Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-0300

JAPAN

Embassy of Japan
2520 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-2266

LESOTHO

Embassy of the Kingdom of Lesotho
Caravel Building, Suite 300
1601 Connecticut Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 462-4190

JORDAN

Embassy of the Hashemite Kingdom
of Jordan
2319 Wyoming Avenue, N. W.
Washington, D.C. 20008
Tel: (202) 365-1606

LIBERIA

Embassy of Liberia
5201 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 723-0437

KENYA

Embassy of Kenya
2249 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 387-6101

A PARTIAL LISTING OF FOREIGN EMBASSIES
IN THE UNITED STATES (Continued)

LIBYA

Embassy of the Libyan Arab Republic
1717 Massachusetts Avenue, N. W.
Suite 605
Washington, D. C. 20008
Tel: (202) 387-3055

MADAGASCAR

Embassy of Madagascar
2374 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-5525

MALAWI

Malawi Embassy
2362 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-9313

MALAYSIA

Embassy of Malaysia
2401 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-7600

MALI

Embassy of the Republic of Mali
2130 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 332-2249

MALTA

Embassy of Malta
2017 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-3611

MAURITANIA

Embassy of the Islamic Republic
of Mauritania
2129 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 232-5700

MAURITIUS

Embassy of Mauritius
4301 Connecticut Avenue, N.W.
Suite 134
Washington, D. C. 20008
Tel: (202) 244-1491

MEXICO

Embassy of Mexico
2829 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-6000

MOROCCO

Embassy of Morocco
1601 21st Street, N. W.
Washington, D. C. 20009
Tel: (202) 462-7979

NEPAL

Royal Nepalese Embassy
2131 Leroy Place, N. W.
Washington, D. C. 20008
Tel: (202) 667-4550

NETHERLANDS

Embassy of the Netherlands
4200 Linnean Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 244-5300

A PARTIAL LISTING OF FOREIGN EMBASSIES
IN THE UNITED STATES (Continued)

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Embassy of New Zealand
19 Observatory Circle, N. W.
Washington, D. C. 20008
Tel: (202) 265-1721

NICARAGUA

Embassy of Nicaragua
1627 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 387-4371

NIGER

Embassy of the Republic of Niger
2204 R Street, N. W.
Washington, D. C. 20008
Tel: (202) 483-4224

NIGERIA

Embassy of Nigeria
1333 16th Street, N. W.
Washington, D. C. 20036
Tel: (202) 223-9300

NORWAY

Embassy of Norway
3401 Massachusetts Avenue, N. W.
Washington, D. C. 20007
Tel: (202) 333-6000

PAKISTAN

Embassy of Pakistan
2315 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 332-8330

PANAMA

Embassy of Panama
2862 McGill Terrace, N. W.
Washington, D. C. 20008
Tel: (202) 483-1407

PARAGUAY

Embassy of Paraguay
2400 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 438-6960

PERU

Embassy of Peru
1700 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 833-9860

PHILIPPINES

Embassy of the Philippines
1617 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 483-1414

POLAND

Embassy of the Polish People's
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2640 16th Street, N. W.
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Tel: (202) 234-3800

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2125 Kalorama Road, N. W.
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A PARTIAL LISTING OF FOREIGN EMBASSIES
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SINGAPORE

Embassy of the Republic of Singapore
1824 R Street, N. W.
Washington, D. C. 20009
Tel: (202) 667-7555

ROMANIA

Embassy of the Socialist Republic
of Romania
1607 23rd Street, N. W.
Washington, D. C. 20009
Tel: (202) 232-4747

SOMALIA

Embassy of the Somali Democratic
Republic
600 New Hampshire Avenue, N. W.
Suite 710
Washington, D. C. 20037
Tel: (202) 234-3261

RWANDA

Embassy of the Republic of Rwanda
1714 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 232-2882

SOUTH AFRICA

Embassy of South Africa
3051 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 232-4400

SAUDI ARABIA

Embassy of Saudi Arabia
1520 18th Street, N. W.
Washington, D. C. 20036
Tel: (202) 483-2100

SPAIN

Embassy of Spain
2558 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 332-4262

SENEGAL

Embassy of the Republic of Senegal
2112 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-0540

SRI LANKA

Embassy of Sri Lanka
2148 Wyoming Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 483-4025

SIERRA LEONE

Embassy of Sierra Leone
1701 19th Street, N. W.
Washington, D. C. 20009
Tel: (202) 265-7700

SUDAN

Embassy of the Democratic Republic
of the Sudan
600 New Hampshire Avenue, N. W.
Suite 400
Washington, D. C. 20037
Tel: (202) 338-8565

A PARTIAL LISTING OF FOREIGN EMBASSIES
IN THE UNITED STATES (Continued)

SWAZILAND

Embassy of the Kingdom of Swaziland
4301 Connecticut Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 362-6683

SWEDEN

Embassy of Sweden
600 New Hampshire Avenue, N. W.
Washington, D. C. 20037
Tel: (202) 965-4100

SWITZERLAND

Embassy of Switzerland
2900 Cathedral Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 462-1811

SYRIA

Embassy of the Syrian Arab Republic
600 New Hampshire Avenue, N. W.
Suite 1120
Washington, D. C. 20037
Tel: (202) 965-2005

TANZANIA

Embassy of the United Republic of
Tanzania
2010 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 872-1005

THAILAND

Embassy of Thailand
2300 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 667-1446

TOGO

Embassy of the Republic of Togo
2208 Massachusetts Avenue, N.W.
Washington, D. C. 20008
Tel: (202) 234-4212

TRINIDAD AND TOBAGO

Embassy of Trinidad and Tobago
1708 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 467-6490

TUNISIA

Embassy of Tunisia
2408 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 234-6644

TURKEY

Embassy of the Republic of Turkey
1606 23rd Street, N. W.
Washington, D. C. 20008
Tel: (202) 667-6400

UGANDA

Embassy of the Republic of Uganda
5909 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 726-7100

UNION OF SOVIET SOCIALIST REPUBLICS

Embassy of the Union of Soviet
Socialist Republics
1825 Phelps Place, N. W.
Washington, D. C. 20008
Tel: (202) 265-2607

A PARTIAL LISTING OF FOREIGN EMBASSIES
IN THE UNITED STATES (Continued)

UPPER VOLTA

Embassy of the Republic of Upper
Volta
5500 16th Street, N. W.
Washington, D. C. 20011
Tel: (202) 726-0992

DELEGATION OF THE COMMISSION OF THE
EUROPEAN COMMUNITIES

2100 M Street, N. W.
Suite 707
Washington, D. C. 20037
Tel: (202) 872-8350

URUGUAY

Embassy of Uruguay
1918 F Street, N. W.
Washington, D. C. 20006
Tel: (202) 331-1313

ITALIAN FEDERATION OF FARMERS'
COOPERATIVES

1735 Eye Street, N. W.
Washington, D. C. 20006
Tel: (202) 833-1323

VENEZUELA

Embassy of Venezuela
2445 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-9600

YUGOSLAVIA

Embassy of the Socialist Fed.
Republic of Yugoslavia
2410 California Street, N. W.
Washington, D. C. 20008
Tel: (202) 462-6566

ZAIRE

Embassy of the Republic of Zaire
1800 New Hampshire Avenue, N. W.
Washington, D. C. 20009
Tel: (202) 234-7690

ZAMBIA

Embassy of the Republic of Zambia
2419 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-9717

NEWLY OPENED FOREIGN EMBASSIES IN THE UNITED STATES
(August 1978)

ALGERIA

Embassy of the Democratic and Popular
Republic of Algeria
2118 Kalorama Road, N. W.
Washington, D. C. 20008
Tel: (202) 234-7246

CHAD

Embassy of the Republic of Chad
2600 Virginia Avenue, N. W.
Suite 410
Washington, D. C. 20037
Tel: (202) 331-7696 and 7697

BAHAMAS

Embassy of the Commonwealth of The
Bahamas
600 New Hampshire Avenue, N. W.
Suite 865
Washington, D. C. 20037
Tel: (202) 338-3940

CONGO (See Zaire)

DAHOMAY (See Benin)

ESTONIA

Legation of Estonia
Office of Consulate General
9 Rockefeller Plaza
New York, New York 10020
Tel: (212) 247-1450

BAHRAIN

Embassy of the State of Bahrain
2600 Virginia Avenue, N. W.
Suite 715
Washington, D. C. 20037
Tel: (202) 965-4930

FIJI

Embassy of Fiji
1629 K Street, N. W.
Suite 520
Washington, D. C. 20006
Tel: (202) 296-3928

BENIN

Embassy of the People's Republic
of Benin
2737 Cathedral Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 232-6656

GERMAN DEMOCRATIC REPUBLIC

Embassy of the German Democratic
Republic
1717 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 232-3134

CAPE VERDE

Embassy of the Republic of Cape
Verde
1120 Connecticut Avenue, N. W.
Suite 300
Washington, D. C. 20036
Tel: (202) 659-3148

GRENADA

Embassy of Grenada
c/o The Mission of Grenada to the
United Nations
866 Second Avenue
Suite 502
New York, New York 10017
Tel: (212) 759-9675

NEWLY OPENED FOREIGN EMBASSIES IN THE UNITED STATES (Continued)
(August 1978)

GUINEA-BISSAU

Embassy of the Republic of
Guinea-Bissau
c/o of the Permanent Mission of
Guinea-Bissau to the United Nations
211 E. 43rd Street
Suite 604
New York, New York 10017
Tel: (212) 661-3977

KUWAIT

Embassy of the State of Kuwait
2940 Tilden Street, N. W.
Washington, D. C. 20008
Tel: (202) 966-0702

LATVIA

Legation of Latvia
4325 17th Street, N. W.
Washington, D. C. 20011
Tel: (202) 726-8213

LITHUANIA

Legation of Lithuania
2622 16th Street, N. W.
Washington, D. C. 20009
Tel: (202) 234-5860

LUXEMBOURG

Embassy of Luxembourg
2200 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel: (202) 265-4171

OMAN

Embassy of the Sultanate of Oman
2342 Massachusetts Avenue, N. W.
Washington, D. C. 20008
Tel/Tel: (202) 387-1980 81 82

PAPUA NEW GUINEA

Embassy of Papua New Guinea
1776 Massachusetts Avenue, N. W.
Washington, D. C. 20036
Tel: (202) 833-3510

UNITED ARAB EMIRATES

Embassy of the United Arab Emirates
600 New Hampshire Avenue, N. W.
Suite 740
Washington, D. C. 20037
Tel: (202) 338-6500

YEMEN

Embassy of the Yemem Arab Republic
600 New Hampshire Avenue, N. W.
Suite 860
Washington, D. C. 20037
Tel: (202) 965-4760

TRANSPORTATION SERVICES

The following agencies, departments, and associations can give information and guidance on transportation problems and developments involving exports.

U. S. Department of Agriculture

Foreign Agricultural Service
Export Trade Services Division
Room 5935-South Building
Washington, D. C. 20250
Tel: (202) 447-7481

Services of a Transportation Coordinator are available to help with problems concerned with the physical distribution of agricultural products overseas. The Coordinator assists with cost and service problems, participates in seminars and other activities to inform and stimulate dialogue between shipper and carrier on major transportation issues, and coordinates related marketing and research activities by government and private industry groups.

Agricultural Marketing Service

Transportation Services Branch
U. S. Department of Agriculture
Room 1755-South Building
Washington, D. C. 20250
Tel: (202) 447-5995

Transportation specialists in this agency perform a variety of functions dealing with domestic rates and services, counseling the shipping industry and preparing reports on proposed transportation legislation.

Science and Education Administration

Transportation and Facilities
Room 214, Building 005
USDA/ARC/West
Beltsville, Maryland 20705
Tel: (301) 344-2780

Scientists conduct research to improve the efficiency of moving farm and food products to both domestic and foreign markets by improving transportation equipment techniques, and services. The research also seeks more effective methods of using transport and cargo securing methods to improve the transportation environment for the products and reduce related costs.

TRANSPORTATION SERVICES (Continued)

Civil Aeronautics Board

1825 Connecticut Avenue, N. W.
Washington, D. C. 20428
Tel: (202) 393-3111

An independent regulatory agency to encourage the development of an effective air transportation system; regulates air transportation; promotes adequate, economical, and efficient service at reasonable charges; and promotes, encourages, and develops civil aeronautics.

Economics, Statistics, and Cooperatives Service

Transportation Economics
National Economics Analysis Division
Room 250 GHI Building
Washington, D. C. 20250
Tel: (202) 447-6363

This agency provides cross commodity and aggregate transportation research including ocean and rail freight rate information and analysis of transportation and handling systems for moving goods into export.

Federal Maritime Commission

Office of Tariffs and Intermodalism
1100 L Street, N. W.
Washington, D. C. 20573
Tel: (202) 523-5796

An independent agency that administers the regulatory statutes affecting water common carriers engaged in U.S. foreign commerce and the relationships between those carriers and shippers.

Association of American Railroads

1920 L Street, N. W.
Washington, D. C. 20036
Tel: (202) 293-4000

The central coordinating and research agency in railroad operating and maintenance engineering, research safety, accounting, finance, and valuation, taxation, legislation, and transportation.

TRANSPORTATION SERVICES (Continued)

American Trucking Association

1616 P Street, N. W.
Washington, D. C. 20036
Tel: (202) 797-5000

A national federation of 51 independent and autonomous "state trucking associations" each representing all classes and types of trucking operations, and 13 independent and autonomous "conferences", each of which represents a special class or type of trucking operation.

American Association of Port Authorities

1612 K Street, N. W.
Washington, D. C. 20006
Tel: (202) 331-1263

A corporate body whose members include all the 70 major ports in the U.S. It provides the exporter and importer information to help minimize the total cost of shipments and detailed rate schedules for both the land and ocean segments of transportation.

Animal Air Transportation Association

14441 N. W. 13th Street
Miami, Florida 33136

AATA has been established to serve as a forum for the people and organizations involved in this field and related services. It is a clearinghouse of information and ideas and a means for making research needs known and for disseminating research findings.

EXPORT PUBLICATIONS

U. S. DEPARTMENT OF AGRICULTURE

Foreign Agricultural Service
Information Services Staff
FAS, Room 5918-South
Washington, D. C. 20250

Foreign Agriculture: A weekly magazine reporting on and interpreting world agricultural developments for U. S. producers, processors, distributors, and users of farm products. Emphasis is on current and background information useful to export marketing. Includes news and statistics on world crops and markets. Subscription: \$38.00 per year in U. S. (\$48.00 foreign). Send order and check to Superintendent of Documents, U. S. Government Printing Office, Washington, D. C. 20402.

Foreign Agricultural Circulars: Production, trade and other specialized reports on major world commodity groups issued at irregular intervals during the year; also monthly statistical report on commodities in world trade; no charge for single copies. Available without cost to residents of the United States. For complete information and order blank, write the Information Services Staff as noted above.

Special Reports: Reports on foreign agricultural situations, particularly relating to agricultural commodity and trade policy developments; no charge for single copies. For catalogue and ordering instructions, write the Information Services Staff.

Dictionary of International Agricultural Trade: A vocabulary of foreign agricultural trade terms (AH-411 April 1971).

EXPORT PUBLICATIONS (Continued)

U. S. DEPARTMENT OF AGRICULTURE (Continued)

Office of General Sales Manager
Information Services Staff
Room 4509-South
Washington, D. C. 20250

How Small Business Can Benefit from PL-480 Exports: A brief explanation of the Title I PL-480 sales program, intended primarily to inform the exporter not now participating in this program.

The Public Law-480 Program: Brochure explaining the sales and donations programs under Public Law-480.

CCC Export Credit Sales Program, General Information: Describes in outline form this short-term export credit program, with specimen forms of basic documents.

CCC Export Credit Sales Program--How it Works: Essentials of this credit program and how to participate.

Annual Report, Public Law-480: President's report to Congress on PL-480 operations. Available annually about April 1 for the preceding calendar year.

Economics, Statistics, and Cooperatives Service
Division of Information
U. S. Department of Agriculture
Washington, D. C. 20250

Foreign Agricultural Trade of the United States: A monthly statistical and analytical review emphasizing the current status and outlook for U.S. agricultural trade, including exports under specified Government-financed programs, commercial exports, price developments, and quantity index for selected commodity groups.

EXPORT PUBLICATIONS (Continued)

U. S. DEPARTMENT OF AGRICULTURE (Continued)

World Economic Conditions in Relation to Agricultural Trade: Reviews important events in international finance and trade and their implications for U.S. agricultural exports, and appraises the financial position of selected foreign countries. Special articles provide a background of monetary intelligence. The contributions of agriculture to the U.S. balance of payments and to total trade position also are reviewed.

World Agricultural Situation: Appraises world agriculture for the current calendar year. Regional situation reports are issued in April for Western Hemisphere, Western Europe, the Communist Areas, Far East and Oceania, and Africa and West Asia. Each report gives data by country on agricultural output, U. S. trade, trends, and policy developments.

Science and Education Administration - Extension
J. R. Corley
SEA-E, U. S. Department of Agriculture
Washington, D. C. 20250

How to Develop Export Markets for U. S. Foods and Agricultural Products: (1) Exporter's Guide provides a concise set of guidelines for the businessman who is contemplating exporting his products; (2) Instructor's Handbook provides information for use in conducting meetings, seminars, and workshops on export marketing of agricultural and food products. Visual outline suitable for making transparencies included.

Building World Markets for U. S. Soybeans: A leaflet useful as a handout at producer meetings on the importance of various activities used to develop markets for soybeans.

EXPORT PUBLICATIONS (Continued)

U. S. DEPARTMENT OF COMMERCE

Commerce America: Bi-weekly news magazine, the principal Department of Commerce publication on international trade. Concise, up-to-date information on trade and investment around the world; special sections on business leads; export, import, agency, and investment opportunities. Sample copy from Department of Commerce District Offices on request.

Commerce Business Daily: A daily synopsis of U. S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. Daily. Order from Department of Commerce District Offices or the Superintendent of Documents, Washington, D. C. 20402.

A Basic Guide to Exporting: Describes basic steps in exporting as well as services of the Department of Commerce. For sale by the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C. 20402.

Overseas Trade Centers and Fairs: Describes the overseas exhibitions program of the Department of Commerce and tells how firms can take part in exhibitions. Available from Department of Commerce District Offices.

A Guide to Financing Exports: Discusses methods of financing and organizations which offer financing services for exporters. Available from Commerce Department District Offices. (Free)

How to Get the Most from Overseas Exhibitions: Describes techniques and practices for successfully exhibiting products at overseas fairs and exhibitions. Available from Commerce Department District Offices. (Free)

EXPORT PUBLICATIONS (Continued)

U. S. DEPARTMENT OF COMMERCE (Continued)

World Traders Data Reports: These reports provide detailed descriptive background information on specific foreign firms. They contain names, addresses of sources of credit, financial and commercial data as well as information on year established, method of operation, line handled, size of firm's sales territory, name of chief executive, general reputation in trade and financial circles, and names of firm's trading connections. Available from Department of Commerce District Offices.

Agent/Distributor Service: Designed for the businessman who needs assistance in identifying potential foreign agents or distributors, who may be interested in a business relationship. Information supplied consists of up to three names of foreign companies who have expressed an interest in the specific U. S. proposal and who have indicated a readiness to correspond with the requesting U. S. firm. Service available from Commerce Department District Offices.

U. S. Trade Promotion Facilities Abroad: Gives detailed description of overseas U. S. Trade Centers, including technical data, location map, photos, summaries of market potential and review of various services and programs offered to business firms utilizing the display facilities. Available from Commerce Department District Offices. (Free)

Overseas Trade Promotions Calendar: Contains a 12-month schedule of U. S. Trade Center exhibitions, international trade fairs in which United States participation is planned, and a number of other overseas trade promotional activities planned and organized by the U. S. Department of Commerce. Revised quarterly. Available from Commerce Department District Offices. (Free)

EXPORT PUBLICATIONS (Continued)

PARTIAL LIST OF BUSINESS PUBLICATIONS

AIM Export Directory: A publication of the Atlantic International Marketing Committee representing the State Departments of Agriculture of North Carolina, South Carolina, Maryland, Georgia, and Virginia. Lists and describes export products, export contacts and export services in the area. Copies can be obtained from any of the above State Departments of Agriculture.

American Register of Exporters and Importers: Lists over 25,000 active American export and import firms, products handled, and allied data. Includes names of some 2,500 buyers and bankers. American Register of Exporters and Importers Corporation, 90 West Broadway, New York, New York 10007.

American Shipper: Reports on ocean and inland waterways transportation and general developments in international commerce. Covers the Federal Maritime Commission, and FAS as their activities interest agriculture. Published monthly by Howard Publications, P. O. Box 4728, Jacksonville, Florida 32201, Tel: (904) 355-2601. (Magazine)

Container News: Covers significant U. S. and world developments in containerization and intermodal transportation by ocean, rail, motor truck and air. Published monthly by Communications Channels, 461 Eight Avenue, New York, New York 10001. (Magazine)

Custom House Guide: United States tariff schedules, duty rates, ports, internal revenue code, customs, shipping and commerce regulations, and reciprocal trade agreements. Annual. Custom House Guide, 134 North Thirteenth Street, Philadelphia, Pennsylvania 19107. Includes 12 monthly issues of the American Import and Export Bulletin, a companion publication which will keep the guide up-to-date throughout the year.

EXPORT PUBLICATIONS (Continued)

PARTIAL LIST OF BUSINESS PUBLICATIONS (Continued)

Export Handbook: A publication of the Mid-America International Agri-Trade Council outlining the various methods of selling overseas, the services provided by specialized agencies in foreign trade, the major export service agencies in the Midwest, and other information for Midwest exporters of food and agricultural products. For copies write MIATCO, Suite 710, 300 West Washington Street, Chicago, Illinois 60606.

Export Shipping Manual, International Trade Reporter: Contains country-by-country shipping information. Supplementary pages are mailed to subscribers incorporating changes as they occur. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N. W., Washington, D. C. 20037

Import and Exchange Controls Manual: Import controls and regulations for all foreign markets with a weekly supplement incorporating changes. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N. W., Washington, D. C. 20037.

International Marketing Handbook: A publication of the Southern United States Trade Association written for the express purpose of assisting new to exporting firms and those involved in exporting that are desirous of expanding into new markets. For copies of this free publication write or call SUSTA, International Trade Mart, Suite 338, 2 Canal Street, New Orleans, Louisiana 70130, Tel: (504) 568-5986.

Ocean Liner Cargo Service: This document is designed to provide a ready reference to the type of ocean liner cargo services available from U. S. ports to select foreign ports as of January 1, 1977. For copies of this free publication write U. S. Department of Agriculture, Export Trade Services Division, Room 4945-South Building, Washington, D. C. 20250.

EXPORT PUBLICATIONS (Continued)

PARTIAL LIST OF BUSINESS PUBLICATIONS (Continued)

Ocean Liner Cargo Service: Middle East - This supplement to Ocean Liner Cargo Service is designed to provide a reference to those ocean liner services available from U. S. ports to selected ports in the Red Sea and Persian/Arabian Gulf areas and known to FAS as of January 1, 1978. For copies of this free publication write U. S. Department of Agriculture, Export Trade Services Division, Room 4945-South Building, Washington, D. C. 20250.

Quick Frozen Foods International (Magazine): Quarterly for the international frozen food industry. Circulated in over 80 countries. Publisher: E. W. Williams, 757 Third Avenue, New York, New York 10017.

Thomas Grocery Register: A directory of the grocery and allied trades published mid-year. Volume I, Seller's Guide, lists supermarket chains, wholesalers, and brokers. Volume II, Buyer's Guide, includes manufacturers of food, non-foods, equipment, supplies; services, importers, exporters, warehouses, and brand names/trademarks. A-Z Indexes list 30,000 companies. Thomas Publishing Company, One Penn Plaza, New York, New York, 10001.

Transport 2000 and Intermodal World (Magazine): Articles on cargo transport and handling methods from breakbulk to containerization, roll on/roll off and L.A.S.H. in. For copies write Transport 2000 and Intermodal World, 4 Maria Loreto Court, Pacheco Valle, Novato, California 94947.

Worldwide Marketing Horizons: A bi-monthly magazine with feature articles and listings of marketing opportunities for international trade. Pan American World Airways, Inc., Pan Am Building, New York, New York 10017.

EXPORT PUBLICATIONS (Continued)

DUN & BRADSTREET PUBLICATIONS
99 CHURCH STREET
NEW YORK, NEW YORK 10007

Exporters' Encyclopedia-World Marketing Guide:

Regulations and procedures required for shipping to every country in the world, plus information on preparing export shipments. Lists world ports, steamship lines, freight forwarders, Government agencies, and foreign trade organizations. Special sections on packing, marine insurance, export terms, and many other aspects of foreign trade.

World Marketing: A newsletter, issued twice monthly, covering developments in the export business.

Principal International Businesses-New World Marketing

Directory: Unprecedented, 3,400 page directory lists 135 countries. Three conveniently organized and cross-referenced sections listing businesses alphabetically, by country, and by line of business. Provides complete addresses including postal codes where applicable, chief executive names and titles, sales volume figures in local currency, employees and parent companies. The most complete directory ever compiled and published on manufacturers, wholesalers, retailers, services, transportation, construction, agriculture and mining. It will support international activities in sales, marketing, advertising, purchasing and other business transactions directed toward the world's greatest buying strength.

EXPORT PUBLICATIONS (Continued)

U. S. CHAMBER OF COMMERCE PUBLICATIONS
1615 H STREET, N. W.
WASHINGTON, D. C. 20062

International Report: A monthly newsletter published by the International Division containing: significant international trade and investment legislation pending in the Congress; developments in federal agencies and international organizations affecting international commercial and financial transactions; and perspectives of business leaders on timely international economic issues.

Foreign Commerce Handbook (17th Edition): Describes the functions, activities and services of U. S. and international organizations, public and private, which promote foreign commerce. Provides basic data and information sources as well as explanations of international trade practices and procedures.

Guide to Foreign Information Sources (3473): Lists numerous sources of reference for specific countries and regions of the world. Selected contacts include embassies, trade offices, local and foreign chambers of commerce, and Commerce Department field offices. Detailed bibliography of reference publications.

A Simplified Guide to Customs Service (5178): Directs the importer through the complex maze of U. S. Customs regulations. Includes numerous cost-saving suggestions and examples of frequently used forms.

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